



6 Month Business Development & Sales Internship

(NINSAo7o6)

PLEASE READ CAREFULLY BEFORE CONTINUING.

ESPA or European Student Placement Agency is a recruitment agency whose goal is to find high quality internships for European students and recent graduates in the UK. We work closely with our host companies to ensure the positions provide the candidates with a great experience, both professional and personal.

REQUIREMENTS: ESPA vacancies are open to all EU passport holders able to travel to the UK for an educational work placement, without the need for visa documents. You have to still be a student or have graduated in the last 12 months. Any student who is unsure of their visa situation should check with their university before applying.

BENEFITS: All ESPA's services are **free** for students and alumni. The benefits are:

- 1) Paid Accommodation.
- 2) Paid Utility Bills (electricity, gas, water and council tax) + Internet Access
- 3) Commuter travel to work (accommodation will be found within an acceptable commuting distance from the workplace, if that requires more than a sensible walk then a bus/train ticket will be provided).

This will be sourced and managed on your behalf by ESPA. **These benefits have an approximate value of 700€-1000€ per month (depending on location).**

There is no salary over and above the benefits offered, unless specifically stated.

To know more, please visit: www.espauk.com

The Host Company

The host company is a business consultancy who works with their clients' to help them improve their businesses, taking them from where they are today to where they want to be tomorrow. Their client work ranges from project delivery to business analysis, process improvement to cultural change programmes. Some of their clients are Barclays, Aon, Remploy, Thomson Reuters, The Institute of Directors and the NHS. The host company works on a principle of introducing positive change that adds real value to organisations. They adopt an approach to delivery that is tailored to their clients' needs and appreciates the unique way they operate.

Role

They are looking to build their team, they need a coordinator to help their team of talented consultants continue to deliver positive change for their clients. As a key member, you will provide sales support to the rest of the team. Predominantly office based, the role is focussed on managing and growing the NFT pipeline, outbound calling, arranging sales meetings for the consultants to attend and ensuring the provision of supporting materials such as brochures, marketing and sales information. A key feature of the role will be the ability to plan ahead, ensuring a solid pipeline of sales meetings for our consultants to attend. This role requires a high level of motivation and excellent communication and sales skills.

Duration

6 months

Location

Bath. A world-heritage city in the South West of England which hosts two great universities. It has wonderful cultural experiences and is just 1.5 hour train journey from London and a 15 minute train journey from the vibrant city of Bristol.

Languages

High spoken and written English level is a must (C1/C2).

Start date

September 2016

Tasks

- Maintain key sales information in the CRM system
- Provide regular reports and Management Information on sales to the leadership team
- Research and identify sales opportunities
- Generate leads through outbound calling and emails
- Follow up on sales campaigns and events
- Maintain and update sales collateral, including brochures, case studies and tenders
- Scheduling and diary management of sales meeting for senior consultants
- Coordinate the host company's bids and tenders and build up a collateral database
- Input to bids and ensure the bid documents are complete, well-formatted and to the highest standard

Personal Skills

- Activity planning and coordination
- Data analysis and interpretation
- Advanced in MS Excel, Word and Outlook
- Familiarity with Microsoft SharePoint
- A passion for building productive working relationships with clients
- Excellent verbal and written communication skills
- High level of energy, drive, enthusiasm and commitment
- A self-starter, with the ability to work in a high-pressured, fast moving environment
- Passion for marketing and sales
- Preferable, but not essential: Familiarity with CRM systems and an understanding of business consulting (or business services)

How to apply

STEP 1) Please, register with us at <http://www.espauk.com/students/register-with-us>

STEP 2) Please, send an email to apply@espauk.com with the reference code **NINSAo7o6** attaching your CV as a pdf file. A cover letter is always helpful.

Are you eligible?

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6 Month Business Developer Internship

ESPBD0806

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Role

Due to the growth situation that ESPA is going through, we are seeking a strong candidate capable of performing **Business Development activities**. The intern will be working directly with host companies and managed by the founder and director of ESPA who has a proven track record in international business development. **Sales process training will be provided.**

Duration

6 months

Location

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Languages

High spoken and written English level is a must (C1/C2). Other language skills will be appreciated.

Start date

August 2016.

Tasks

Working directly with our managing director you will be able to conduct a varied commercial approach including:

- Research potential new host-companies
- Use professional social networks to reach decision makers
- Use social media to get relevant information
- Participate in networking events
- Participate in exhibitions
- Call target managers to set up appointments
- Face-to-face meetings
- Follow up leads
- Create attractive internship vacancy descriptions with host companies.

Personal Skills

- Experience in business development in B to B
- Willingness to be a part of a varied sales approach
- Good communicator, both written and oral
- Excellent time management skills
- A willingness to learn and be part of a team
- Work to instruction and on own initiative
- Confident on the telephone

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6 Months Marketing Assistant Internship

DATMA0706

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The Host Company

The host company is a market leader in data quality and matching software, is ideally positioned to meet the specific data requirements of firms operating in the financial sector as they prepare for emerging regulations. We provide sophisticated tools to help financial institutions get their data in order and quickly respond to new standards. We offer agile data quality and powerful matching software for reference, entity and instrument data.

Role

The Intern will be part of a team providing support for marketing activities within the company and will report to the Marketing Manager and Business Development Manager. You will work on a **wide range of marketing activities** as related in the tasks below.

Duration

6 months.

Location

Belfast is the capital and largest city of Northern Ireland. With a population of 300 000 it is a very dynamic city.

Languages

Good written and spoken English (C1).

Start date

July/August 2016

Tasks

- **Events:** Assist in the organisation of live trade events, webinars and other networking events. You will also have the opportunity to attend to some of these events.
- **Sales support** – lead generation and sales materials support including presentations
- **Email Marketing:** Use MailChimp to create and distribute email marketing distributions. This will involve management of the email prospect list.
- **Marketing collateral:** creation/updates of marketing collateral such as product sheet, case study, whitepaper, presentation...
- **Website:** Content management, updates, use of Google analytics, monthly reports, SEO / SEM.
- **Social Media:** management of the following accounts: LinkedIn, Google+, Twitter, Youtube.
- **Other tasks**

Personal Skills

- Degree in Marketing or other business-related course including digital marketing knowledge
- IT literate, good knowledge of Word, Excel and PowerPoint.
- Creative, with design abilities. Photoshop and WordPress skills highly desirable.
- Confident, proactive and source of proposals
- All-rounder, flexible in relation to type of work assigned

How to apply

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6 Month Pharmaceutical Analysis Internship

(NANPHo7o6)

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To know more, please visit: <http://www.espauk.com/>

The Host Company

This host company are a specialist research organisation focused on the development of inhaled medicines. They utilize bespoke analytical technologies and formulation solutions to progress the development of inhaled products.

Role

The host company seeks to recruit a motivated and enthusiastic individual to its internship programme for undergraduate and postgraduate students. As an intern you will **conduct scientific research and development related to orally inhaled and nasal drug products**. During the internship, you will work on challenging assignments and **receive the necessary training** and development for a successful and rewarding internship.

Duration

6 months

Location

Newport, Gwent is a cathedral and university city in south east Wales. At the 2011 census it is the third largest city in Wales, with an urban population of 306,844. The city forms part of the Cardiff-Newport metropolitan area with a population of 1,097,000. During the 20th century, the docks declined in importance, but Newport has remained an important manufacturing and engineering centre. Newport hosted the Ryder Cup in 2010. The city was the venue of the 2014 NATO Summit.

Languages

English should be B2/C1 to be able to record data correctly and interact professionally with colleagues

Start date

As soon as possible

Tasks

- Planned work to provide & support project milestones for inhaled drug product development
- Responsible for pharmaceutical analysis using analytical techniques for inhalation product testing, using support technologies as appropriate
- Maintain written records of all experimental work in accordance with company policies

Personal Skills

Essential:

- **Degree in Chemistry/Physics/Biology or equivalent**
- Able to perform routine and non-routine analytical tests
- Understand modern analytical techniques, especially **HPLC**

Desirable:

- Masters level student is preferred but not essential

How to apply

STEP 1) Please, register with us at <http://www.espauk.com/students/register-with-us>

STEP 2) Please, send an email to madeline@espauk.com with the reference code **NANPHo7o6** attaching your CV as a pdf file. A cover letter is always helpful.

Are you eligible?

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